

# **SuperStore Leadership Council Meeting**

## **May 21, 2002**

### **San Diego, CA**

#### **SuperStore Leadership Council Meeting**

Tyree Varnado, Assistant Regional Administrator, Heartland Region, kicked off the SuperStore Leadership Council (SLC) meeting, welcoming all attendees. Mr. Varnado reflected on the past performance of the SLC and how effective the Council can be in the future.

#### **Board Elections**

Joe Halsted, OSC Inc., handed out copies of the original charter. He focused particularly on section defining board terms and elections. Joe asked everyone to be thinking about new board members. There is one board member to represent each one of the Hardware SuperStore product lines. Currently there is no representative for services.

#### **Teaming vs. Subcontracting**

Larry Schmoll, GSA Hardware SuperStore, provided a presentation on Teaming Arrangements and how they can foster Small Business opportunities. Larry's presentation opened the door to a discussion on teaming vs. subcontracting. In Teaming Arrangements there will be a Lead Contractor who is responsible for billing and paying the Industrial Funding Fee. It was requested that GSA provide training for our corporate partners on Teaming Arrangements. This could be done as an Expo Training Class, Hardware SuperStore Information Exchange Training Session or during an SLC meeting. It was suggested that GSA put together a set of advisories on Teaming vs. Subcontracting. A copy of the slide was forwarded to all attendees.

#### **DLA Prime Vendor**

Stan Harkey, GSA Hardware SuperStore, lead the discussions on the DLA Prime Vendor. Stan started the dialogue with a short presentation that was provided by the Defense Supply Center in Philadelphia on Maintenance, Repair and Operations (MRO) Services offered under the program. Since we do not have permission to share the slides, a copy of the presentation will not be provided to the attendees. The presentation outlined what is included in the DLA Prime Vendor Program as well as companies awarded contracts and customers utilizing the program. Everyone sees the DLA Prime Vendor as a competitor to the GSA MAS program. It was brought up that DLA marketed the Prime Vendor Program to high levels within the military, senior management to senior management. GSA should do the same with the MAS Program. This subject warrants further discussions.

## **NSN Issues**

Mary Snodderly, GSA Hardware SuperStore, provided a presentation on how NSNs are assigned. This was a shortened version of a presentation done at the Hardware SuperStore Information Exchange in February 2002. This information was used to revisit an NSN subcommittee that was formed at the SLC meeting in Orlando, May 2001. This subcommittee had not gotten off the ground. During the discussions it was noted that the issue goes much deeper than just NSN assignment, therefore the subcommittee was renamed to MILSTRIP Processes. Tony Cassano, W. W. Grainger, will take the lead. Anyone interested in becoming a member of the subcommittee needs to contact Tony. Another issue to be addressed by this subcommittee is the ability to order via part number through GSA Advantage.

## **Effectiveness of SLC**

The SLC has been in existence for 2 ½ years, it was suggested that the group reflect back on what has worked and what can be done to improve the Council. Everyone would like to see customers involved in the meetings. Meetings should be held in conjunction with shows, with the major meetings being held at the big shows and company showcases at the smaller shows. Company showcases have been done at past SLC meeting but with mostly contractors in the audience, would like to see these done for customers. Training for customers could be held at the meetings offering CEU credits, this would entice customers to attend particularly contracting officers. Contractors would like to get a schedule for mini GSA Vendor Fairs, as it is easier to plan in advance.

## **ALA Participation**

Alan Burton provided a presentation on the American Logistics Association (ALA). Alan explained what ALA is what and how their mission relates closely with the SLC mission. He talked about the benefits of becoming a member and the capabilities of the ALA. Anyone wanting more information on the ALA can call 202-466-2520 or visit their website at [www.ala-national.org](http://www.ala-national.org).

The SLC has been invited to partner with the GSA, General Products Center for our next meeting at the ALA, MWR Expo in Atlanta. More information will be coming on this.

## **MRO Services**

The Hardware SuperStore (HSS) currently offers Elevator Inspection Services, Grounds Maintenance Services, Pest Control and Painting of Equipment. Larry Schmoll asked if there were any GSA, Public Building Service (PBS) associates in the audience, as he wanted to make sure they understood what HSS currently offers and what is in the works. Larry went on to explain that HSS has the approval for Elevator and Escalator Maintenance and hopes to have awards by late summer. In the analysis stage is Fire Alarm Systems and Fire Suppression Systems Maintenance. HSS has completed a business case analysis for complete MRO services; this is pending approval from GSA Central Office.